

# THIS IS AN ACTUAL PHOTOGR

## Export Business and Wholesale Grocers Support

As has been stated before by the company, if it was generally known by the investing public of the real, honest and practical support the Skinner Packing Company is receiving from the wholesale grocers of the United States, there would not be a dollar's worth of this participating stock at this date and there is only a limited amount left, as it is.

There are approximately thirty-eight hundred wholesale grocers in the United States. Without a doubt, 90 per cent of these wholesale grocers are waiting for Skinner's Meat Products to be placed on the market. This support is a real asset and it is hardly possible for a person not familiar with the distributing end of the business to realize the magnitude and benefit this means to the Skinner Packing Company.

Wholesale grocers have handled Skinner's line of macaroni products for years, and they have not only invested in the securities of the Skinner Packing Company, but have indicated their desire to make permanent investments in warehouses and distributing branches, in order to handle our products.

Some of these wholesale grocers will do a business with us of at least \$100,000 a year. We will say the average with them is \$10,000 a year. That alone is an annual volume of \$38,000,000. One of the old line packers, and they are not a big operator in canned meat specialties, netted a profit last month of nearly \$200,000 on their canned meat line.

The entire sales force of the Skinner Manufacturing Company reports emphatically that the wholesale grocers are clamoring for Skinner's goods to be placed on the market in order that they may co-operate in the distribution of our products. The Skinner name is nationally known to housewives and the conditions are right for the wholesale grocers to get behind the distribution of Skinner's meat products, and they want to center their force on the Skinner line. Ask any wholesale grocer, and he will tell you the above is a fact.

This is not hearsay. We have hundreds of letters from them and blanket orders. It is simply a matter of getting the products on the market, which will be shortly.

On account of world conditions, the management wishes to say with all the emphasis at their command that during the next two or three years, at least, the entire output of the Skinner Packing Company plant can be sold to the export trade. In fact, we have had several different offers from the continent to contract for this business with the highest rates and most reliable firms.

Herbert Hoover, in a recent public statement, made the assertion that the United States would have to supply 50 per cent of the food products for the next few years to Europe, and this can be verified by anyone who is familiar with and knows conditions.

In addition to the above, this last week the management has had men through the plant from two of the largest firms that produce canned meat, and both wanted to contract for any surplus we might have, in order that they might pack and put this up under their brands. These two concerns do millions of dollars a year business in canned meat.

In addition to this, we have numbers of proposals from different provision companies of the East to contract for their supplies from the Skinner plant.

Taking all of these conditions into consideration, the main and vital point in regard to the great success of the Skinner Packing Company is assured; because, after having a real plant, it is necessary to market the products, and conditions could not be more favorable.

## THE BUILDING IS 99

A wonderful record has been made by Collins Bros., contractors, on the construction of this plant. Work on the plant started the 12th of November, 1918, and the progress made is a matter of surprise and very favorable comment by all experienced packing house men and contractors.

IT IS HARD TO REALIZE THE MAGNITUDE OF THIS PLANT. THERE HAS NEVER BEEN A BUILDING ERECTED IN THIS CITY OR THIS TERRITORY THAT HAS REQUIRED THE AMOUNT OF REINFORCING STEEL AND CEMENT AS THAT REQUIRED BY THE PLANT OF THE SKINNER PACKING COMPANY. ON THE COMBINED WORK OF THIS PLANT AND OUR UPTOWN BRANCH AND PRODUCE DEPARTMENT BUILDING, THERE HAS BEEN USED, OR WILL BE USED, OVER THREE HUNDRED SEVENTY-FIVE CARLOADS OF CEMENT, OR OVER THREE HUNDRED THOUSAND SACKS, OVER TWO THOUSAND TONS OF REINFORCING STEEL, OR SEVENTY CARLOADS, AND OVER SIXTEEN HUNDRED CARLOADS OF SAND, GRAVEL AND CRUSHED ROCK, AND 225 CARLOADS OF BRICK.

A large proportion of the material and equipment for this great plant was contracted for early in 1917 and the cost of the completed plant today shows a large saving over the present cost of building. While the unit cost of labor on the building has been high, by the use of modern mechanical equipment the actual common labor on the building has been greatly reduced. Very little of the concrete or the material that goes into the making of concrete was handled by hand, practically all of it being handled mechanically, and on account of the fact that our sewerage connection is excellent and some forty feet below the basement floor, we were able at practically no additional cost to build a sub-basement, which increases our cold storage capacity on the building 20 per cent. Also, by building this sub-basement, we went down far enough with our excavating so that we required no piling, and as we used no piling, we gained this extra space at practically no cost and the sub-basement floor is still sixteen feet above the main sewer.

On account of the fact that we were able to include this sub-basement (at practically no additional cost on account of the lay of the land) we gained enough additional square feet of floor space that, taking the plant as a whole,

## The Produce Department

The management of the Skinner Packing Company realized when this company organized it would take at least a year to build, finance and get the packing plant into operation, and for that reason they immediately engaged in the produce business, dealing in Poultry, Butter and Eggs, a business in this section of the country which runs into millions and is in direct line with the packing business. In 1917 in the State of Nebraska, alone, the volume on Poultry and Eggs amounted to over \$56,000,000, to say nothing of the butter production, which we will eventually operate in on a much larger scale than at the present time. The territory now drawn from includes all of Nebraska, western Iowa, northwestern Missouri, northern Kansas and eastern Colorado.

The department has been established over a year and has been exceedingly successful. It is now located at Twelfth and Howard streets, in the old Kirschbraun Creamery building, while we are erecting our new produce and cold storage building at Twelfth and Douglas streets. It is a conceded fact that the location of the cold storage and produce building of the Skinner Packing Company could not be better. We have both Union Pacific and Burlington trackage, and on account of being able to use the first floor as our branch house for the packing company proper, the combination is ideal and could not be better for serving the retail trade of both Omaha and Council Bluffs.

During the past year this department has done a large export business. Great shipments of eggs were sent to foreign markets, which invariably resulted in rush orders for more of the same kind of high quality goods.

This department is owned by the Skinner Packing Company. It is a great business and the volume will run into millions of dollars.

Concrete work on the basement at Twelfth and Douglas streets is completed and we are now working on the first floor of the cold storage and produce building, and from this date on it will go up in record time.

The contractor is bending every effort to get the building inclosed in the shortest possible time. The brick work will follow the cement work, and we expect to have the first floor, which will be used as a branch house for the Packing Company, ready for use by the first of the year.

The building proper is nine entire floors, 99x132, a model of efficiency and construction. No better cold storage and produce building has ever been erected in the world and it is far more modern and efficient than most plants of this kind.



Trade Mark—Registered—U. S. and Foreign.

## Omaha's Independent Packing Plant

# HOME SKINNER MEAT PACKING

Skinner Packing Complete Line Packing

